



May 19, 2017

Dear Lisa –

I am writing today to offer my recommendation of Jerry Tana for the Soccer Coaching position at Eastern Tech.

I have known Jerry for nearly five years, and wanted to bring to light what I know Jerry brings to the table apart from the X's and O's on the soccer field. While Jerry is a terrific tactician on the field of play and his players learn the soccer skills required to compete, Jerry's ability to teach LIFE skills is what sets him apart. Sportsmanship, Hard Work and Listening are the pillars of Jerry's coaching philosophy.

It isn't easy coaching teenage boys, and I have seen through the years, that the memories of wins and losses fade away, but the life lessons that are not forgotten are what allows Jerry's boys to enter high school as boys, and leave as men with tools to help them through life. The boys are afforded that opportunity because they are taught how to respond with sportsmanship after a win, and taught how to respond with humility after a loss, and these are two of the pillars that Jerry lives by. Going through the line at the end of the game after you win or lose, and saying positive things to the opponent is uncommon in today's world. If you aren't positive through the line on one of Jerry's team, you won't play, period, because life is about how to treat others, which is pillar number one. To play any meaningful time in a game, players must WORK HARD in practice, the most skilled player, if lazy will never see the field. To be successful in life, you have to work hard, and his players are all taught this with soccer being the vehicle. Jerry's player also learn how to listen, and pay attention with him as their coach. He explains the drills, and expects the boys to pay attention and absorb the drill, if you aren't paying attention and listening, you won't do the drill right and you won't play. The players learn lessons very early and through practice, with in being reinforced at the beginning and the end of practice or games.

Sportsmanship, Hard Work and listening are all things that are taught through soccer, and parallels are made to real life examples to allow the boys to grow into men during their time with Jerry. I see it daily with my own son, and there's no one else that I would have coach my son.

I am happy to answer any questions you may have in regards to Jerry's candidacy. Wishing you nothing but the best in your search and Go Mavericks.

Best Regards,

Kevin

A handwritten signature in black ink, appearing to read 'Kevin Culley', is written over the printed name.

Kevin Culley

VP – Strategic Innovation Partnerships

UNDER ARMOUR.

1020 Hull Street

Baltimore, MD 21230

Phone: +1 410-454-6459